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The Director of Central Intelligence

Washington, D.C. 20505

LOGGED 13 JAN 1983  
Cont

Intelligence Community Staff

DCI/ICS 83-4202  
11 January 1983

Mr. David Sanders  
Director, Corporate Development  
Hewlett-Packard Company  
3000 Hanover Street  
Palo Alto, CA 94304

Dear Dave:

I am writing to confirm the arrangements for our meeting on 1 February and to provide you with a better idea of our objectives. I will be accompanied by my boss [redacted], Director, Office of Planning, Intelligence Community Staff, and [redacted] Director of Plans, National Security Agency. We will arrive at your office at 8:30 a.m., on Tuesday, when we will contact Mr. Austin Marks.

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As I mentioned to you on the telephone, the Intelligence Community is a disparate entity that is difficult to describe briefly. Nevertheless, I have enclosed a brochure that will give you some idea of the relationship between the Director of Central Intelligence, the Central Intelligence Agency, the other intelligence agencies, and the national security structure. I believe it would be helpful if the meeting were to begin with a more detailed description by us of the Community's organization and the problems it poses for long-range planning.

I propose to leave the remainder of the day in your hands, although I agree that we would benefit from a meeting with Mr. Paul Ely. We have three items on our agenda, which we hope you will address as you see fit:

- a. Methodology--We would like to know how you plan at the corporate level. What are the kinds of issues you consider and how are they selected? How are long-range planning issues addressed? Resolved? How do recommendations find their way into division budgets?
- b. Significant Long-Range Issues--Within your planning horizon, what are the major, pivotal issues that have emerged from your planning process? What we have in mind are those developments, both national and international, that will require a response from your organization. The response may be in terms of a product or an organization/management change.

- c. Corporate Response--What are the corporate responses to each of the major issues cited above? We do not wish to intrude upon proprietary information, but we would be interested in a general idea of the nature of these responses.

I wish to thank you for your efforts in making this meeting possible, and look forward to our visit to Hewlett-Packard.

Sincerely,



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Enclosure:  
"Intelligence--The  
Acme of Skill"

Letter to Mr. David Sanders, Director, Corporate Development, Hewlett-Packard Company, Palo Alto, CA, re: 1 February 1983 meeting.

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